

REP HEADLINE# 6154302  
\$\$\$ MOD# 0: UNAPPROVED

REV #1 \$\$\$

REP: TEL# 703 528 7800  
CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET

FAX# 703 528 7880

HARRIS REPORT FROM REP  
\*\*CHANGES\*\* OCT16/12 15.17  
\*\*\* WDCW-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME POLI/T KAINE/D/SEN/VA

AGY # \_\_\_\_\_ AGY. NAME MEDIA STRATEGIES & RESEARCH

11350 RANDOM HILLS ROAD, SUITE 670

FAIRFAX, VA 22030

REP.# \_\_\_\_\_ OFF.# \_\_\_\_\_ SALESMAN # \_\_\_\_\_

BUYER NAME RACHAEL BEALE

SALES PRSN WA- DAVE CLARK

ORDER # \_\_\_\_\_ CONTRACT # 6154302

CLASS: NATL. LOCAL REGIONAL

PRDCT TIM KAINE FOR SENATE EST#\*\*\*\* COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES OCT29/12 NOV6/12 WK-2

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_

DATE OCT16/12 15.17

REF: TO: NSA WDCW  
FROM: GREG  
LNS 1-3 REVISED  
REVISED TTL...\$3300  
THX PLS CFN, 10/16/12

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START	:END	:SPTS	:WEEK	:DAYS	:TOTL
:	:LINE#	:	:	:	:	:	:DATE	:DATE	: /WK	: INVT	:	:SPTS

AGENCY ADVERTISER CODE =  
AGENCY PRODUCT CODE =

AGENCY EST# = 11069

1	R		700P-730P	30		\$750.00	11/1	11/1	1		THU	1
PROGRAM : 2.5 MEN												
2	R		730P-800P	30		\$850.00	10/30	11/2	2		TU, F	2
PROGRAM : 2.5 MEN												
3	R		730P-800P	30		\$850.00	10/29	10/29	1		MON	1
PROGRAM : 2.5 MEN												

REP: TEL# 703 528 7800  
CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET

FAX# 703 528 7880  
HARRIS REPORT FROM REP

OCT16/12 15.17  
\*\*\* WDCW-TV \*\*\*

302  
APPROVED REV #1 \$\$\$

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
NOV/12						\$3,300.00						

CONTRACT TOTAL \$3,300.00  
TOTAL SPOTS 4

MARKET TOTALS \$345,000 WDCW 1% WJLA 25% WUSA 21% WRC 32% WTTG 20% WPXW 0% WDCA 1%  
CABL 0%

SVC- NSI  
DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME  
P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE

REP: TEL# 703 528 7800  
CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET

FAX# 703 528 7880  
HARRIS REPORT FROM REP JUN12/12 16.1  
\*\*CHANGES\*\* \*\*\* WDCW-TV \*\*\*

ADV. NAME POLI/T KAINE/D/SEN/VA  
AGY. NAME MEDIA STRATEGIES & RESEARCH  
318 MASSACHUSETTS AVE, NE  
WASHINGTON, DC 20002

REP.# OFF.# SALESMAN #  
BUYER NAME RACHAEL BEALE  
SALES PRSN WA- DAVE CLARK

ORDER # CONTRACT # 6154302 CLASS: NATL. LOCAL REGIONAL  
PRDCT TIM KAINE FOR SENATE EST#\*\*\*\* COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES OCT29/12 NOV6/12 WK-2  
CITY TAX STATE TAX CO-OP BILLING NEEDED DATE JUN12/12 16.16

REP: TO: NSA WDCW  
FROM: GREG FOR DAVE  
LN 3 REVISED  
REVISED TTL...\$2750...4X  
THX PLS CFM, 6/12/12

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

VCF 7/11

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
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AGENCY ADVERTISER CODE =  
AGENCY PRODUCT CODE =  
AGENCY EST# = 11069

3	E		730P-800P	30		\$700.00	10/29	10/29	1		MON	1
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PROGRAM : 2.5 MEN

NOV/12 \$2,750.00

CONTRACT TOTAL \$2,750.00  
TOTAL/SPOTS 4

REP: TEL# 703 528 7800

FAX# 703 528 7880

CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET

HARRIS REPORT FROM REP

MAY22/12 09.0  
\*\*\* WDCW-TV \*\*\*

ADV. NAME POLI/T KAINE/D/SEN/VA

AGY. NAME MEDIA STRATEGIES & RESEARCH

318 MASSACHUSETTS AVE, NE

WASHINGTON, DC 20002

REP.# OFF.# SALESMAN #

BUYER NAME RACHAEL BEALE

SALES PRSN WA- DAVE CLARK

ORDER #

CONTRACT # 6154302

CLASS: NATL. LOCAL REGIONAL

PRDCT TIM KAINE FOR SENATE EST#\*\*\*\* COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES OCT29/12 NOV6/12 WK-2

CITY TAX

STATE TAX

CO-OP BILLING NEEDED

DATE MAY22/12 09.08

REP:

TO: NSA WDCW  
FROM: GREG FOR DAVE  
\*\*\*NEW ORDER\*\*\*  
TTL...\$2750...4X  
THX PLS CFM, 5/22/12

CON CM

\*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

:LINE#:	REP	:CD:	TIME PERIOD	: LGTH :	SEC :	RATE	: START	: END	:SPTS:	WEEK :	DAYS	:TOTL:
:	:LINE#:	:	:	:	:	:	: DATE	: DATE	: /WK:	INVT :	:	:SPTS:

AGENCY ADVERTISER CODE =  
AGENCY PRODUCT CODE =

AGENCY EST# = 11069

1			700P-730P	30		\$650.00	11/1	11/1	1		THU	1
PROGRAM : 2.5 MEN												
2			730P-800P	30		\$700.00	10/30	11/2	2		TU,F	2
PROGRAM : 2.5 MEN												
3			730P-800P	30		\$700.00	10/29	11/5	1		MON	2
PROGRAM : 2.5 MEN												

302  
NO \*\*\*

REP: TEL# 703 528 7800  
CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET

FAX# 703 528 7880  
HARRIS REPORT FROM REP

MAY22/12 09.0  
\*\*\* WDCW-TV \*\*\*

REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
NOV/12					\$3,450.00						
CONTRACT TOTAL											\$3,450.00
TOTAL SPOTS											5

MARKET TOTALS \$345,000 WDCW 18 WJLA 258 NUSA 218 WRC 328 WTTG 208 WFXW 08 WDCA 18  
CABL 08

VC- NSI  
ENOS- RA35\*\*

MAY 2/12 14.30  
... WDCN-TV ...

REP. # \_\_\_\_\_ OFF. # \_\_\_\_\_ SALESMAN # \_\_\_\_\_

BUYER NAME RACHAEL BEALE

SALES PRSN WA- DAVE CLARK

ORDER # WASHINGTON, DC 20002 SALES PRSN WA- DAVE CLARK  
PRDCT TIM Kaine FOR SENATE CONTRACT # 6131921  
FLIGHT DATES OCT29/12 EST# \*\*\*\* CLASS: NATL. LOCAL REGIONAL  
COMMENTS: (LINE, ORDER, INVOICE)

NOV6/12 WK-2

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_

TO: NSA WDCW

DATE MAY2/12 14

REP: TO: NSA WDCW  
FROM: GREG FOR DAVE  
\*\*\*NEW ORDER\*\*\*  
TTL..\$4000...6X  
THX PLS CFM, 5/2/12

CON CM

Candidate

\* New biz date 10/30/13

: LINE# :	REP	:	CD :		TIME PERIOD	:	LGTH :	SEC :	RATE	:	START	:	END	:	SPTS:	WEEK :	DAYS	:	TOTL:
:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:	:
:	:	:	:	:	:	:	:	:	:	:	DATE	:	DATE	:	/WK:	INVT :	:	:	SPTS:
1	REP	:	CD	:	TIME PERIOD	:	LGTH	:	SEC	:	RATE	:	START DATE	:	END DATE	:	SPTS/WK	:	TOTAL SPTS

AGENCY ADVERTISER CODE -  
AGENCY PRODUCT CODE -

AGENCY EST# - 11069

1	700P-730P	30	\$600.00	10/30	11/1	2	TU, TH	2
PROGRAM : 2.5 MEN								
2	730P-800P	30	\$700.00	10/29	11/2	3	M, W, F	3
PROGRAM : 2.5 MEN								
3	730P-800P	30	\$700.00	11/5	11/5	1	MON	1
PROGRAM : 2.5 MEN								

6131921  
REV#0 \*\*\*

REF: TEL# 703 528 7800  
CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET

FAX# 703 528 7880  
HARRIS REPORT FROM REP

MAY2/12 14.30  
\*\*\* WDCW-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
NOV/12						\$4,000.00						

CONTRACT TOTAL \$4,000.00  
TOTAL SPOTS 6

MARKET TOTALS \$400,000 WDCW 1% WJLA 27% WUSA 19% WRC 36% WTTG 17% WPKW 0% WDCA 0%  
CABL 0%

VC- NSI  
EMOS- RA35+\*